



ZamZuu Questions & Answers

The New ZamZuu Questions and Answers

Topics Addressed Include:

- General Questions
- Questions regarding \$25,000 Bonus, \$1,000 Fast Start Bonus and \$50 Bonus for 6 personal sales
- Further Explanation for Current Directors
- Sales Incentive Plan

Please see your back office for additional information.

General Questions

Q. Are those who own the Product Distribution System now Brokers?

A. No. If a current Business Owner or Travel Store Owner would like to take advantage of the Broker Opportunity, they may do so by clicking on the ad in their Business Center.

Q. Will Travel Store Owners and ZamZuu Business Owners continue at the same percentage they are currently at?

A. Yes. All existing Travel Store Owners and ZamZuu Business Owners will continue at their current percentage rate.

Q. If a Travel Store Owner or ZamZuu Business Owner previously cancelled their business, can they come back at the same percentage as before by paying \$49.95?

A. No. Once someone has cancelled their business or has been suspended longer than 40 days, they are a prospect. The only way to have an e-commerce business would be to become a Free Agent.

Q. Will I continue earning a 10% Coach's Corner Performance Bonus?

A. Yes. All active Travel Store Owners will continue to generate a 10% Performance Bonus for the Coach's Corner member. However, there will not be a 10% Performance Bonus on new Free Agents.

Q. If I lose qualified to override status on my Premier Rep Team, how do I regain it?

A. You simply have to sell one Premier Product. To maintain qualification, a Rep must have one personally sold Premier Product within the last 13 weekly pay periods.

Everyone who is currently qualified to override will remain QTO on their Premier Rep Team until the pay period ending Thursday, Nov 25, 2010. In order to be QTO after that date, Rep must maintain QTO status under the new guidelines as stated above.

Q. Can a Travel Store Owner or Business Owner sell the Z4Life product line?

A. No. But, anyone can become a Rep for free and sell the Z4Life products. They simply need to register with a current Rep in ZamZuu.

Q. How does a Broker give the business to a Free Agent?

A. Brokers will need to log in to their Back Office. Once there, they can send a link to a prospect to get their own business. The link will only be active for 24 hours for the prospect.

Q. How does one purchase the Premier Products?

A. To purchase any of the Premier Products, a person must first become a Rep for free. Remember, you do not need to purchase the Premier Products in order to be a Rep, but you are more than welcome to if you choose.

Questions regarding \$25,000 Bonus, \$1,000 Fast Start Bonus and \$50 Bonus for 6 personal sales

Q. Can a PowerTeam Leader (PTL) with 40 active Product Distribution System (\$249.95) sales still earn the \$5,000 Bonus?

A. YES. We will continue counting the 40 Product Distribution System sales as long as they keep paying the \$49.95. If a payment declines and the ZBO (ZamZuu Business Owner) does not reinstate during their 40-day suspended status, they will be cancelled and can never count for the bonus.

As long as all 40 System sales remain active, the PTL needs 10 Premier Product sales and 10 Monthly AutoShip sales made by them or their PowerTeam Reps to earn the \$5,000 Bonus. If one of the 40 System sales is cancelled for non-payment, they must be replaced with one Premier and one Monthly AutoShip sale.

To earn the remaining \$20,000 of the \$25,000 Bonus, the PTL must have 100 Premier Product sales and have 3 qualifying months of 100 Monthly AutoShip sales. The 40 original System sales count as Premier and Monthly AutoShip sales as long as they remain active.

Q. What about a PTL who earned a \$5,000 Bonus and has 60 of the 100 needed for their next \$5,000 Bonus?

A. The first 50 System sales will be locked in, and we will continue counting the 10 sales as long as they keep their \$49.95 current. If a payment declines and the ZBO does not reinstate during their 40-day suspended status, they will be cancelled and can never count for the bonus.

As long as all 10 System sales remain active, the PTL needs 40 Premier Product sales and 40 Monthly AutoShip sales made by them or their PowerTeam Reps to earn the \$5,000 Bonus. If one of the 10 ZBOs is cancelled for non-payment, they must be replaced with one Premier and one Monthly AutoShip sale.

To earn the remaining \$20,000 of the \$25,000 Bonus, the PTL must have 100 Premier Product sales and have 3 qualifying months of 100 Monthly AutoShip sales. The 10 original System sales count as Premier and Monthly AutoShip sales as long as they remain active.

Q. How will a PTL earn the next \$250 Leadership Bonus?

A. Existing ZamZuu and Travel Agent Program PowerTeam sales will count as long as they continue paying the \$49.95. A PTL who needs less than 3 PowerTeam sales for their next \$250 Bonus will make up the difference with Premier Product Sales. There is no Monthly AutoShip sale requirement for the \$250 Bonus.

Once a PTL has earned a \$250 Bonus using existing ZamZuu and Travel Agent Program sales, the only requirement for additional \$250 Bonuses is 3 Premier Product sales.

Q. How will a Rep who joined prior to 8-20-10 qualify for the Fast Start Bonus?

A. Once a Rep has successfully referred 3 personal Premier and Monthly AutoShip Product sales, they can qualify for a \$1,000 Fast Start Bonus by personally making 6 Premier and 6 Monthly AutoShip sales in the next 14 days. Reps who have already begun their 14-day period may count any existing System sale as one Premier and one Monthly AutoShip sale. Reps who join after 8-20-2010 are not eligible for a Fast Start Bonus.



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Q. How do Reps qualify for the \$50 Bonus for having 6 personally sold ZamZuu System sales that pay their \$49.95 monthly fee?

A. Reps who are currently qualified for this bonus will continue to receive it as long as they maintain any combination of 6 Personal System sales and / or License Sales. Z4Life AutoShips do not count for this bonus. All Reps with start dates before 8-20-10 will be evaluated on 12-31-10; only those who are qualified will be eligible to continue receiving this bonus.

Beginning in 2011, we will evaluate the monthly personal sale requirement (\$49.95 System sale and / or \$49.95 License fee) on the last day of each month. As long as there are 6 or more, the \$50 Bonus will be paid. New personal License sales will continue to count as long as the Rep is qualified to receive this bonus. But, if the Rep ever fails to qualify for this bonus they will never be able to qualify for it again.

Sales Incentive Plan

Calling all Builders! If you've got what it takes to be a leader in ZamZuu, we've got the perfect Sales Incentive Plan for you! There's even a \$1,000,000 Bonus up for grabs!

For the Full-Time Builder!

One of the great things about being a Sales Director with ZamZuu is that you qualify for company paid group health and life insurance. And, not to mention there are many big-time bonuses you can go after! Here's how it works!

Once you achieve 250 Monthly AutoShip sales for at least 3 months in your Rep team,* you qualify to be a Sales Director! These three months do not have to be consecutive. For example, if you have 250 Monthly AutoShip sales this month,** it's locked in. Even if you miss the next month, you still only need two more months to qualify.

* No more than 1/3 can come from any one leg. (A leg is a personally sponsored Rep and their entire Rep team)

**Evaluated on the last calendar day of the month.



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Additional Sales Director Levels and Bonuses are as follows:

Title	Monthly AutoShips*	One-Time Bonus	Monthly Bonus
Sales Director	250	\$10,000	-
	500	-	\$500
	1,000	\$10,000	\$1,000
	1,500	-	\$1,500
	2,000	\$10,000	\$2,000
	2,500	-	\$2,500
Senior Sales Director	3,000	\$20,000 / \$50,000**	\$3,000
	4,000		\$4,000
	5,000		\$5,000
	6,000		\$6,000
	7,000		\$7,000
	8,000		\$8,000
Executive Sales Director	9,000	\$50,000 / \$150,000**	\$9,000
	10,000		\$10,000
	11,000		\$11,000
	12,000		\$12,000
National Sales Director	27,000	\$250,000 / \$1,000,000**	\$12,000

*No more than 1/3 can come from any one leg and must maintain for at least 3 months to qualify (A leg is a personally sponsored Rep and their entire Rep team). ** First figure is guaranteed. Time restraints apply toward earning second figure. See next section for details on achieving a higher bonus!

Build Faster—Earn Even More!

If you grow to 3,000, 9,000 and 27,000 Monthly AutoShip sales* in your first 24 months, you'll earn even more!

- Senior Sales Director (3,000)—Additional \$30,000 (\$50,000 total) if achieved in first 24 months*
- Executive Sales Director (9,000)—Additional \$100,000 (\$150,000 total) if achieved in first 24 months*
- National Sales Director (27,000)—Additional \$750,000 (\$1,000,000 total) if achieved in first 24 months*

That's \$1,230,000 in Bonuses alone!

*No more than 1/3 can come from any one leg and must maintain for at least 3 months to qualify (A leg is a personally sponsored Rep and their entire Rep team).



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Further Explanation for Current Directors

Current Directors at the 250 Level will earn \$500 per month as long as they earn a \$250 Leadership Bonus per month by having 3 PowerTeam Premier Product sales. (For example, to earn \$500 in September, a Director will need to earn a Leadership Bonus in August.) They will keep their health benefits as long as they Bonus 4 out of the next 6 months after initial qualification. They can also qualify for \$10,000 Bonuses for 1,000 and 2,000 Monthly AutoShip sales.

Level 1 Directors and above will continue earning their existing per month bonus as long as they maintain the qualification and will receive increases once qualified under the Sales Incentive Plan. They do not qualify for \$10,000 Bonuses at 1,000 and 2,000 Monthly AutoShip sales.

Existing Directors can qualify for the \$50,000, \$150,000 and \$1,000,000 Bonuses by achieving the required sales volume by 8-31-2012. If achieved after this date, the Bonuses will be \$20,000, \$50,000 and \$250,000.

Only new Monthly AutoShip sales will count for these Bonuses.